



TxDOT Road Lines

Volume 2, No. 4 **Business Opportunity Programs Section Publication** January 2000

Formula for Success includes BOP

Contributed by Jose Hernandez, P.E.

The call came early one morning and the voice on the other end was laced with excitement "We just got our first TxDOT construction contract!" Jean Metcalf informed me as the wheels within my head started to turn and concern began to build. Women's Fence and Guardrail, Inc. had just been selected as the guardrail subcontractor on a Texas Department of Transportation (TxDOT) construction project. Women's Fence and Guardrail, Inc. based in Austin, Texas was started in May of 1994. The owner, Ms. Cari Clark took a giant step in July of 1999 when she created the Highway Division within her company. "We want to grow and the TxDOT work gives us a great opportunity to do so" stated Ms. Clark.

The warning bells were going off in my head as I responded instinctively to Jean, "Congratulations, now all you have to do is make money!" A TxDOT contract can be a great opportunity, but if you are not up to the challenge, it can also be the worst thing that can happen to your company. Obtaining a

TxDOT contract only gives you the opportunity to succeed or to fail. Do you think that I am being a bit negative? I don't think so. I am just giving you a dose of reality, because you see, I helped implement the Disadvantaged Business Enterprise (DBE) Program at TxDOT in 1982. I saw many firms, friends and acquaintances that lost everything they had because they went after that "Opportunity". I spent my last 10 years at TxDOT as the Director of the Contractor Claims Section and saw first hand the things that can go wrong in a contract. Can you be successful in this industry? Absolutely! You just have to know the Formula for Success.

So what is the Formula for Success? The Formula for Success includes several key factors as follows:

1. **OPPORTUNITY:** The TxDOT construction program, the DBE and the Business Opportunity Programs (BOP) Technical Assistance Program (TAP) provide a once in a lifetime opportunity for you.

2. **EXPERIENCE:** This is the #1 cause for failure. The TxDOT contract is more challenging than anything that you have experienced before. You will have close inspection of your work, as well as close inspection and testing of the materials that you use. Make no mistake. If you do not conform to the specifications and contract requirements, the work will be rejected.

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Cari Clark and Jose Hernandez, P.E.



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ELECTION FOR DBE/HUB LIAISON DELEGATES

The State of Texas is divided into eight regions and each region elects two delegates to serve on the DBE/Historically Underutilized Business (HUB) Liaison Committee. The delegates must be owners of certified DBE and/or HUB firms. Their function is to preside at regional and state-wide DBE/HUB Liaison meetings and provide information to the DBE/HUB business community. Delegates are elected to serve a two year term.

If you are interested in being considered for one of the delegate positions, please attend

the regional DBE/HUB Liaison meeting in the appropriate region. The following regions will be having an election on the following dates:

Region 1 - (Beaumont, Bryan and Houston Districts) Mar. 1, 2000, 3:00 to 5:00 p.m., 7721 Washington Ave., Main Conference Rm., Houston, TX, (713) 802-5076

Region 2 - (Dallas, Fort Worth, Paris, Waco and Wichita Falls Districts) Feb. 29, 2000, 3:00 to 5:00 p.m., 4777 East Hwy. 80, Dallas Rm., Dallas, TX., (214) 320-4481

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From the Director



James Dossett

Greetings to the year 2000! It looks like we're off to a great start this year. As each new year starts, this is the time we make resolutions, formulate new plans, and set new goals. One new endeavor the BOP Section is pursuing this year is conducting training on the new DBE Program Rules. Over a period of several months we will be sending teams to every TxDOT district to present the changes in the program and discuss how they may affect your

business. Show your support for the program by attending one of the training sessions and find out the specific information you need to know to succeed in the DBE program.

Something else that is new this year is the addition of the EEO & Labor Compliance Branch to the BOP Section. This branch is responsible for ensuring that contractors comply with all appropriate recruitment and employment practices and that TxDOT disseminates this information. Additionally, TxDOT must provide data to the U.S. Department of Labor (DOL) used in establishing wage rates for highway construction in the state. Read the Wage Rate Survey article from our new branch and discover how this impacts your business.

As you develop your goals and resolutions, keep in mind the assistance available through the BOP Section. Let us hear from you. 📧

Formula For Success includes BOP

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TxDOT is committed to obtaining quality work for the taxpayers of the State of Texas.

3. BOP TRAINING: If you don't have the highway experience and are not familiar with the TxDOT contract, the services provided by BOP provide you the next best thing: KNOWLEDGE. The plan reading training will assist you in preparing a complete and profitable bid. The construction contract management training will provide you with an understanding of your responsibilities and obligations under the contract. Of equal importance, the training should provide you with the limits of your responsibility. In other words, anything that you are asked to do that is not required by the contract comes out of your profit. It doesn't take many such instances before you are operating your "opportunity" at a loss. Contract management is your responsibility!

4. ESTABLISH A GOOD WORKING RELATIONSHIP: TxDOT contract administration can make the difference between success and failure. TxDOT contracts have been around for over 60 years. They have been refined throughout the years to the present contract. If the contract language is clear, you must perform as stated in the contract. Hopefully, you learned enough in your BOP Plan Reading training that you prepared an adequate bid. If the contract language is unclear or ambiguous, then you must communicate to TxDOT the fact that this may indeed be Extra Work and that you require additional pay. The challenge here is to obtain TxDOT's concurrence that this is added work.

Frequently Asked Questions

Regarding
Disadvantaged Business Enterprises (DBEs)
&
Historically Underutilized Businesses (HUBs)

How does TxDOT define "small businesses" for the purpose of qualifying for DBE certification?

We use the definition from current federal regulations which is:

"The firm must meet the criteria included in Paragraph 3 of the Small Business Act and 13 CFR Part 121 to be considered a small business concern." Currently the USDOT size standard is \$16.6 million for construction related business, \$7 million for speciality trades, \$5 million for some unique miscellaneous categories and \$4 million for professional services business. These gross receipts amounts are an average for a three year period. For additional information in this area contact the Certification and Audit Branch about becoming certified as a DBE. They can be reached at 512/703-5833

How can I qualify to receive free training and technical assistance through your Technical Assistance Program?

You must meet two requirements: your company must be certified as a DBE or HUB, and you must be working on or bidding on a TxDOT project or contract. You can order information on this program using the Order Form or call (512) 703-5817.

I've heard some TxDOT terms that sound very similar to each other. Can you explain what pre-certified, pre-qualified, and certified mean?

Certified refers to being DBE or HUB certified.

Pre-certification is a term that applies to professional service firms, i.e. (engineering / environmental analyses) etc. Before a professional service firm can do business with the Department, the firm must be precertified as a prime provider or subprovider in a technical category. The employees of the firm must possess the skills and experience to meet the requirements. The principal or employees of the firm for the purpose of precertification, must be licensed to practice in any state that is recognized by the Texas Board of Professional Engineers. For additional information on precertification contact Mohammad Farhoud, P.E. at 512/416-2322.

Pre-qualified is a term that applies to firms bidding on construction or maintenance projects in which the Department requires the bidder to be qualified. At present the department has two forms of qualification. The first is full prequalification. Normally this qualification is for construction projects. In order to meet this requirement, a bidder must provide an audited financial statement. The second form of prequalification has to do with a firm submitting a Bidder's Questionnaire on waived projects. This level is for smaller construction, routine maintenance and specialty projects. For additional information on prequalification contact Frank Huerta at 512/416-2492.

It is very important that you devote time to building a good working relationship with TxDOT inspectors, engineers, and other contract administrators. Treat them with respect and be fair. Never ask for something that you are not due.

These four factors are part of the formula for "Success". Learn the formula and implement it. Ms. Cari Clark said it best "I look at this contract from a business point of view", in other words, every action you take in a contract either makes you money or costs you money." From July to December, Women's Fence and Guardrail, Inc. took advantage of every BOP service available to them. They signed up for plan reading, construction contract management and marketing classes. They even requested free plans from Texas Engineering Extension Service (TEEX) which is another service offered free by BOP's TAP. Take advantage of BOP training to learn as much as you can about TxDOT contracting. After all, you have been provided the "opportunity for failure or success!" Through the efforts of all the good people at BOP and the BOP-hired consultants, Women's Fence and

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CONGRATULATIONS!

Newly Certified as DBEs

Complete Emergency Maintenance

1402 Corinth Street, Ste. 124
Dallas, TX 75215
Traffic Control Devices

Geotechnical and Environmental

10615 Shadow Wood Drive
Houston, TX 77043-2825
Engineering

Chica & Associates, Inc.

595 Orleans, Ste. 508
Beaumont, TX 77701
Engineering

Alman Electric, Inc.

7677 Hunnicut Road
Dallas, TX 75228
Building and Electrical Construction

Val-Tech Services

2719 Mercer Street
Laredo, TX 78043
Fencing, Painting, Material Suppliers

B&D Transportation

P.O. Box 775
Paris, TX 75460
Hauling

HRM Consulting, Inc.

7 Brookside Drive
Wimberly, TX 78676
Aviation, Public Transit

Huerta, Sandra

3685 Grosenbacher
San Antonio, TX 78245
Hauling

Southwest Concrete Services

392 Pendale Road
El Paso, TX 79907
Minor & Major Structures

Quality General Contractors

8500 Dyer Street, Ste. 3
El Paso, TX 79904
Plumbing, Electrical Mechanical

Building Contractor

IDS Ventures Corporation
P.O. Box 451246
Houston, TX 77245-1246
Material Suppliers

Benny's Caliche Hauling Service

P.O. Box 3217
Edinburg, TX 78540-3217
Hauling

Environmental Supply

1910 Ward Street
Midland, TX 79705
Material Suppliers

Manhole Specialists

2041 Priest Drive
Houston, TX 77093-5430
Minor Structures & Underground and Utility Work

Tex-Tran Engineering

7723 Colony
Houston, TX 77036
Engineering

Montgomery Transportation

6319 Gentle River
Dallas, TX 75241
Hauling

AFCO Technologies, Inc.

P.O. Box 29216
San Antonio, TX 78237
*Earthwork, Fencing, Illumination
Major & Minor Structures, Painting, Traffic
Control Devices, Hauling, Landscaping, Rest
Areas, Underground And Utility Work*

Concrete Finishers of Houston

8117 Count Street
Houston, TX 77028
Minor Structures, Concrete Paving & Incidentals

R&M Trucking Company

7109 Christina Lane
Garland, TX 75043-6620
Hauling

Pena Engineering

1000 Whitewing
McAllen, TX 78501
Engineering

Landtech, Inc.

2627 North Loop West, Ste. 224
Houston, TX 77008
Engineering and Surveying

S&S Painting

18 B Andrew Road
Kerrville, TX 78028
Painting

Tall Grass Lawn & Landscape

4524 Hollow Hook
Houston, TX 77041
Landscaping

Traf-Tex, Inc.

2125 Eastlands
League City, TX 77573
Traffic Control Devices

Gonzalez Trucking (Gonzalo)

Uvalde Estates Drive, Lot 197
Uvalde, TX 78801
Hauling

Four-B Paving, Inc.

123 Moonlight Ridge
Bergheim, TX 78004
Minor Structures

Rivera Trucking

702 South Hwy. 101
Chico, TX 76431
Hauling

Audia Trucking

703 East County Road 133
Midland, TX 79706
Hauling

Turner, Hickey and Associates

5314 Everhart
Corpus Christi, TX 78411
Graphic, Autocad, Drafting

Aardvark Keith Moving

P.O. Box 88
Helotes, TX 78023
Modular Furniture Installation

Traffic Systems Construction

P.O. Box 1346
Dickinson, TX 77539
Illumination & Traffic Control Devices

Savoy Trading Co., Inc.

11381 Meadowglen, Ste. A
Houston, TX 77082
Material Suppliers

Badeco, Inc.

P.O. Box 479
Castroville, TX 78009
Hauling, Underground and Utility Work

Bell's Concrete Service

P.O. Box 2140
DeSoto, TX 75123-2140
Minor Structures

Sedona Contracting, Inc.

6800 Park Ten Blvd., Ste. 135 East
San Antonio, TX 78213
Building Construction

Roy's Dump Truck Service

18480 County Road 3186
Winona, TX 75792-9600
Hauling

Weems Tree Service, Inc.

9311 CR 35
Tyler, TX 75706
Tree Removal

Oldfield Davis

211 N. Record St., Ste. 500 LB11
Dallas, TX 75202
Advertising

Slip-Tec

P.O. Box 3046
Conroe, TX 77305
Minor Structures

C&C Construction

P.O. Box 290540
El Paso, TX 79927
*Asphalt, Earthwork, Fencing, Major Structures,
Minor Structures, Concrete Paving, Incidentals*

Hauling, Rest Areas

Structural Engineering Associates, Inc.
3838 N.W. Loop 410, Ste. 200
San Antonio, TX 78229
Engineering

Certified Truck Owner-Operators

Leal, Joe

2317 FM 892
Robstown, TX 78380

Carmona, Oscar

911 1/2 W. 4TH Street
Bishop, TX 78343

Rodriguez, Arnold

5837 County Road 75
Robstown, TX 78380

Vargas, Ernesto Rafael

P.O. Box 744
Ozona, TX 76943

Perez, Edward

P.O. Box 373
Ozona, TX 76943

Salinas, Roman

9102 Homewood
Houston, TX 77078

Ramos, Eleazar

502 Horman
Baytown, TX 77520

Ramos, Edelmiro

913 Minnesota
South Houston, TX 77587

Ramos, Juvenal

8810 Barton
Houston, TX 77075

Salazar, Jose Luis

5619 Trailwind
Houston, TX 77049

Pena, Ramiro

7239 Moline
Houston, TX 77087

Villarreal, Martin

7423 Avenue E
Houston, TX 77011

Lopez, Luis

730 East Lake
Houston, TX 77034

Silva, Reynaldo

116 Linwood
Houston, TX 77011

Villarreal, Jose L.

8314 Vennard
Houston, TX 77034

Ramos, Ruben J.

711 Avenue K
South Houston, TX 77587

Garza, Raul M.

10326 Pillot
Houston, TX 77029

Lopez, Enrique G.

2011 Helen Street
Pasadena, TX 77502

Inspecting TxDot's Construction Projects

FORT WORTH DISTRICT

DWAYNE ROSEWELL, Chief Inspector



Dwayne Rosewell has worked as a chief inspector for the Texas Department of Transportation for 15 years. Originally from the Mount Pleasant area, Dwayne got his first job working on a survey crew in the

Tyler District. After two years of quality work, he landed his first chief inspector's position. With experience as a chief inspector in both urban and metropolitan areas, Dwayne has become a respected member of the TxDOT family. Dwayne provided these responses to the following frequently asked questions.

1. What are some of the major responsibilities of a chief inspector?

"Most of the time the chief inspector is the first line liaison between TxDOT and the contractor. I do inspection on construction projects on a per item basis. The chief inspector does all monthly estimates. The chief inspector oversees all testing of materials used in the construction project and ensures that all state specifications are followed. It is the chief inspector who makes certain that the project remains on schedule or ahead of schedule."

2. What is the pre-job conference and who is invited?

"The pre-job conference includes all of the state personnel involved in the project, along with the prime contractor. It also includes representatives from the city, utility companies and usually the subcontractors. Anyone who is involved in the project will have an invitation to attend this meeting. The pre-job meeting is the first time that all of the groups involved in the project will meet to discuss such items as the responsibility of each agency, safety, DBE goals, and sub-contractors. The construction plans also are reviewed at this time."

"It is during this pre-job meeting that discussion begins between TxDOT and the contractor on what problems might be faced during the course of the project and what changes might be necessary during the course of the work"

3. Do DBE and non-DBE subcontractors come to these meetings?

"Most of the time the subcontractors attend pre-job meetings."

4. What is considered the proper channel of communication between TxDOT, the prime contractor, DBE and non-DBE subcontractors?

"When there is a problem the subcontractor should go to the prime contractor's supervisor. Their employees provide information on what issues are at stake. The chief inspector and the supervisor resolve the issue. If the problem cannot be resolved at this level, then it is sent to the Project Manager and the contractor's general superintendent. If the problem cannot be resolved, it will be sent up to the Area Engineer and Vice President of the company. Luckily, I haven't had too many of these major problems. I try to handle potential problems at the chief inspector level. The chief inspector and the prime contractor's supervisor can usually talk out the problems."

"I am strong enough in my beliefs that if something is not right, we are not going to do it. My supervisor counts on me to do my job and to do the right thing. My decisions as chief inspector are based on the project facts, plans and proposals."

5. What is a project diary?

"A project diary includes all daily activities. I begin by describing the day's weather. Then, I list the following: the work going on that day; the subcontractors that are there; the number of people on the project; the equipment being used; not being used; what work was completed by each contractor; and any visitors who visit the construction site. Also, I put all instructions in writing in the diary. Any questions from the contractor are listed on the diary's pages and any utility contracts are also recorded. DBE and EEO comments are also placed in this diary."

6. Do prime contractor and DBE subcontractors share equipment and employees?

DBE's have to perform a commercially useful function. To do this they have to use their own equipment unless previously approved by TxDOT. There is no employee sharing between the DBE and the prime contractor. If an employee of a subcontractor wants to go to work under a prime contractor, they can do so. But, they become a prime contractor employee.

A DBE employee cannot work under a prime contractor because the commercially useful function clause will not permit it. Primarily, DBE subcontractors must use their own employees and equipment."

7. How does the subcontract approval process work?

"At the pre-job meeting, the prime contractor should submit all subcontractor approval requests. The Area Engineer will review the requests and if every thing is in order the requests will be forwarded to the District Office for final approval. Subcontractors are not permitted to work on the project until they have final approval." 📌

New Trucking Rules for DBE Credit

To receive DBE credit as a DBE hauling firm, it must own and operate at least one fully licensed, insured and operational truck used on the contract. The DBE may lease trucks from another DBE firm, including DBE owner-operators, and receive 100% DBE credit. The DBE may lease trucks from non-DBEs, including owner-operators, but will only receive credit for the fees and commissions earned by the DBE.

Lease agreements must indicate that the DBE has exclusive use of and control over each truck. The lease must be a long-term lease and specify compensation. The lease truck may work for others during the term of the lease, with the consent of the DBE, as long as the lease gives the DBE absolute priority for use of the leased truck. Leased trucks must display the name and identification number of the DBE.

The driver of an owned or leased truck by a DBE firm must be an employee of the DBE as customarily defined for tax, wage, and insurance purposes as any employee would be for a non-trucking firm. The one exception is when owner-operators are used by the DBE firm. An owner-operator performing under a working agreement is considered an employee and must be shown in the trucking firms certified payroll. 📌

ODUM SERVICES

Contributed by Gregory Odum



Gregory Odum

Odum Services, based in Marshall Texas, has provided guardrail construction services both in Texas and Louisiana. Gregory E. Odum, president and owner, attributes the continuing success of his business to quality services and products. He stresses the importance of quality output from each of his employees. A state inspector once told him in 1988 that "if Odum Services continues producing quality work, contractors will eagerly seek your services." The commitment to quality through meeting standards has contributed to the longevity of the business.

Mr. Odum's goal for Odum Services is to be the most efficient, profitable and quality driven guardrail construction company in the area. To accomplish this goal, objectives were set to improve leadership management, recruit and train employees, meet the state's standards and ensure safe working conditions for all employees.

The education and training of key staff is also important. The success of the company is a direct result of the amount of pride and quality of work from the staff. He also attributes the success of his business to having a strong work ethic and not having a problem with working hard and having employees that have the same commitment.

Initially, Odum Services began in February, 1987 as Odum's Handyman Services with Greg Odum, his son and 3 other employees

operating basically out of his home. Today, with the help of the DBE Program, the company now employs 31 people and has its office headquarters operating out of its own facility. Odum Services not only is a subcontractor, but has been a general contractor on a significant number of projects. "Due to our job performance, contractors use us to meet their DBE requirements. Due to good workmanship and timeliness in meeting their schedules, we also do non-DBE work. So, we really appreciate the DBE Program which gave us the initial opportunity to compete on state highway work." Odum Services is located at 6555 Harris Lake Road, Marshall, TX 75672, (903)938-8059.

SAVOY TRADING CO., INC.

Contributed by Savoy Trading Co., Inc.

The continual expansion of Savoy Trading Co., Inc.'s product lines is just one indication of its growth. In 1994, Savoy Trading Corporation was reorganized by Orby Brumfield, President, to Savoy Trading Co., Inc. (Savoy) to accommodate new markets and changing customer needs. From a petroleum products marketing company, Savoy diversified to an industrial supply company, which provides a wide variety of industrial supplies such as valves, fittings, highway stripers, hoses, tubing, pumps, safety equipment, automotive products, tools and many other items. Our latest additions are Galvanized Guard Rail, Corrugated Steel Culvert, Highway Reflectors, Traffic Cones and Markers.

To better serve its growing market, Savoy has facilities in four locations. It has an office/warehouse in the Westchase area of Houston, a warehouse/storage complex in industrial East Houston, a large storage facility in Beaumont, and a satellite office in Corpus Christi.

As a leading industrial supply company, the success of Savoy can be attributed to its dedicated and committed sales staff, on-time delivery and quality lines of industrial supplies. In its effort to become a competitive minority-owned business, Savoy sought to become a distributor for the products they carry. In early 1999, they became the master distributor for ACO Polymer Products, Inc. and Trench Drain Systems. The ACO system has applications for parking lots, airport runways, processing plants, and large buildings to control water runoff in parking lots and around buildings. Whenever there is a need to prevent standing water and/or move large volumes of water, the problem can be solved with ACO Trench Drains. Savoy also became distributors for M-B Companies for Highway Stripers and Sweepers, Williams Valve Corporation, Foster Valve Co., Lochinvar Residential and Commercial Water Heaters and Boilers, Sensor Electronics Corporation



From left to right: Marteen Fleurke, Orby Brumfield (President), Michelle Tamparong, Bob Clapp, Francisco Calza and Ralph Shipman.

Gas Monitors and Detectors, Kulkoni, Inc., Haws Drinking Faucet Company, J.S. Sexauer, Inc., SOQ Environmental Technology, Zetron, Mid-West Hose and Specialty Inc. and Tad Fluid Connectors, Inc. Among its satisfied customers are major oil companies, federal, state, city and county government agencies.

Savoy is certified with TxDOT as a DBE and with the State as a HUB. Mr. Edmund F. Warner is assigned to manage Savoy's sales account for TxDOT. Savoy is located at 11381 Meadowglen Lane, Suite A, Houston, TX 77082, (281)293-7349. 📍



Visit the Web!

And explore other web-sites highlighted that we think would be of benefit to your business.

http://www.dot.state.tx.us/	Texas Department of Transportation - (TxDOT)
http://www.dot.state.tx.us/business/business.htm	Texas Department of Transportation - (TxDOT) "How to do Business with TxDOT"
http://www.dot.state.tx.us/business/constmnt.htm	Texas Department of Transportation - (TxDOT) "Construction & Maintenance Letting Information"
http://www.dot.state.tx.us/insdtdot/orgchart/gsd/purchasing/purchasing.htm	Texas Department of Transportation - (TxDOT) "Purchasing"
http://www.dot.state.tx.us/business/consultinfo.htm	Texas Department of Transportation - (TxDOT) "Professional Services Contract Information"
http://www.dot.state.tx.us/business/dbeinfo.htm	Texas Department of Transportation - (TxDOT) "DBE Information"
http://www.dot.state.tx.us/insdtdot/orgchart/avn/avninfo/avninfo.htm	Texas Department of Transportation - (TxDOT) "Aviation"
http://www.dot.state.tx.us/insdtdot/orgchart/ptn/ptninfo/pubtrans.htm	Texas Department of Transportation - (TxDOT) "Public Transportation"
http://www.gsc.state.tx.us/	Texas General Services Commission
http://www.gsc.state.tx.us/cmb1/cmb1hub.html	Central Master Bidders List (CMBL) & Historically Underutilized Business (HUB) Search
http://www.sos.state.tx.us/texreg/index.html	Texas Register
http://www.dot.gov/	U.S. Department of Transportation
http://www.tded.state.tx.us	Texas Department of Economic Development
http://www.texas-one.org	Texas Department of Economic Development (Texas Marketplace)
http://www.sbaonline.sba.gov/	SBA: Small Business Administration
http://www.agcoftexas.com/index.html	Associated General Contractors of Texas

Viewing Proposals

To view proposals on the department's Internet site, the first thing required is Adobe Acrobat Reader. The reader is available free and may be downloaded from <http://www.2adobe.com/prodindex/acrobat/readstep.html>

The remaining steps are:

1. Log on to our web site at <http://www.dot.state.tx.us>
2. Click on Business.
3. Click on Construction & Maintenance Letting Information.
4. Click on Proposal Information.
5. Click on Proposal Request Form.
6. Click on the month let and county of the project needed.
7. Click on the "PDF" flag next to the project to begin the transfer of the proposal.

2000 Calendar of Events

	Date	Time	Event	Location	Telephone
January	4 & 5	1:00 p.m.	TxDOT Letting	Austin-200 E. Riverside, Rm. 101	(512) 416-2540
	4	2-5 p.m.	DBE Certification Workshop	Austin-150 E. Riverside, Rm. 1B1	(512) 703-5826
	20	8:30-4:00 p.m.	Forum: First Economic Opportunity Forum of the New Millennium	Austin- The Frank Erwin Center 1701 Red River Street	(512) 463-3035
	30 & 31	7:15-6:00 p.m.	Forum: Southwest Transit Association 20th Annual Conference & Expo	San Antonio-Adam's Mark Hotel Riverwalk 111 Pecan Street East	(210) 354-2800
February	1	7:15-3:00 p.m.	Forum: Southwest Transit Association 20th Annual Conference & Expo	San Antonio-Adam's Mark Hotel Riverwalk 111 Pecan Street East	(210) 354-2800
	2 & 3	1:00 p.m.	TxDOT Letting	Austin-200 E. Riverside, Rm. 101	(512) 416-2540
	2	2-5 p.m.	DBE Certification Workshop	Austin-150 E. Riverside, Rm. 1B1	(512) 703-5826
	8	3-5 p.m.	Regional Liaison Meeting DBE/HUB Delegate Election	San Angelo-4502 Knickerbocker Rd., Assembly Rm.	(915) 947-9205
	10	3-5 p.m.	Regional Liaison Meeting DBE/HUB Delegate Election	Amarillo-5715 Canyon Dr., Main Conference Rm.	(806) 356-3256
	15	3-5 p.m.	Regional Liaison Meeting DBE/HUB Delegate Election	San Antonio-4615 NW Loop 410, Training Rm. Bldg. #2	(210) 615-1110
	17	3-5 p.m.	Regional Liaison Meeting	Lufkin-1805 N. Timberland Dr., Regional Conference Rm.	(409) 633-4365
	23 & 24	9:00-6:00 p.m. 9:00-noon	Forum: "Let's Do Business" Evolution Expo	El Paso- Camino Real Hotel 101 South El Paso Street	(915) 584-6086
	24	3-5 p.m.	Regional Liaison Meeting DBE/HUB Delegate Election	El Paso-212 North Clark, Main Conference Rm.	(915) 774-4341
	28	11:30-7:30 p.m.	Forum: Expo 2000	Fort Worth- Will Rogers Memorial Center Round Up Inn 3300 West Lancaster Avenue	(817) 871-6004
	29	3-5 p.m.	Regional Liaison Meeting DBE/HUB Delegate Election	Dallas-4777 East Hwy. 80, Dallas Rm.	(214) 320-4481
	1	3-5 p.m.	Regional Liaison Meeting DBE/HUB Delegate Election	Houston-7721 Washington Ave., Main Conference Rm.	(713) 802-5076
	7 & 8	1:00 p.m.	TxDOT Letting	Austin-200 E. Riverside, Rm. 101	(512) 416-2540
	9	9:00-6:00 p.m.	Forum: South Texas Construction Conference (Regional Liaison Meeting 3-5 p.m.)	Edinburg- The University of Texas Pan American Annex 2412 South Closner	(512) 477-8194 (512) 703-5826
March	15	8:30-5 p.m.	Forum: Congressman Jim Turner 2nd Congressional District Economic Opportunity Expo 2000	Lufkin-Pitser Garrison Civic Center, Angelina County Exposition Center Loop 287 North and Lake Street	(409) 639-3678
	23	8:00-5:00 p.m.	Forum: Central & South Texas Minority Business Council	San Antonio - Omni Hotel 9821 Colonnade Boulevard	(512) 472-8048
	24	10-3:30 p.m.	Statewide Liaison Meeting	Austin-125 E. 11th St., Hearing Rm.	(512) 703-5826
	4 & 5	1:00 p.m.	TxDOT Letting	Austin-200 E. Riverside, Rm. 101	(512) 416-2540
April	4 & 5	1:00 p.m.	TxDOT Letting	Austin-200 E. Riverside, Rm. 101	(512) 416-2540



Networking Resources for DBEs

Networking in the business community and having access to current information can have a significant impact on the success of a business. Many companies belong to Chambers of Commerce, business development organizations, and subscribe to special interest newspapers and magazines as a means to further their business. These partnerships can be invaluable in helping a business make contacts to improve and expand their business. Since it is the mission of the BOP Section to facilitate opportunities for small businesses, we have compiled a list of business resources that should be useful in disseminating procurement and business-related information. The list can be ordered from the BOP Section and includes business development organizations (such as Chambers of Commerce) and media resources located in each of TxDOT's 25 districts. To order this free booklet (Business Networking Resources), use the order form on Page 9. 📄

WOMEN CONTRACTORS ASSOCIATION

Formed in August of 1994, the Women Contractors Association (WCA) is a non-profit organization comprised of women who are owners or executives within or ancillary to the construction industry. WCA has grown from its six founding members in 1994, to approximately one hundred members. The founding members were all certified as DBEs with TxDOT at the time they established WCA.

WCA founding members were "Debra Daniel, D.E.I. Construction," "Patricia Oakes, Work Zone Products," "C.J. Farley, C. J. Construction & Designs," "Alicia Jimerson, Jimerson Underground, Inc.," "Frankie Snead, Snead's, Inc." and "Helen Hodges, Separation Systems Consultants." These women began by meeting for lunch to plan their strategy for the prevention of the elimination of women in the affirmative action programs. The organization of the WCA was established and the women began their crusade.

After persuading the City of Houston that women did deserve to participate in their affirmative action programs, WCA continued to develop this Association. Their mission is to provide business and educational opportunities to promote the role of women in the construction industry and to be an advocate at all levels

of government for women business owners. WCA is committed to making a positive difference for women within the industry, so that there will come a time when gender will cease to be a business issue.

Now, six years later the last of the original founding directors have moved off the board and watch with pride and amazement as WCA continues to grow. They still meet for lunch every first Thursday of each month.

The meeting is held at the Houston Engineering Scientific Society (HESS) building. The focus of these meetings is on business related issues and networking. Everyone is invited, regardless of gender, to attend these monthly meetings. If you are interested, please RSVP to Cheryl Knox at 281-835-8110 or fax 281-835-8240. They also invite you to visit their Web Site at Womencontractors.org. 📍



Front Row (from left to right): Patricia Oakes, Debra Daniel, Mary Jo Poindexter, President
Back Row: Lynda Kornbleet, Frankie Snead, Mina Modlin, Josena Arquieta, Cheryl Knox, Executive Director.

TxDOT Road Lines

James Dossett, Editor

Pat Merrill, Assistant Editor

This publication is published quarterly for customers of the Business Opportunity Programs Section (small and minority businesses, prime contractors, Chambers of Commerce, and TxDOT employees). Contents of TxDOT Road Lines are not necessarily official views of, or endorsed by TxDOT. Printed circulation: 5,000.

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Design and Publishing

TxDOT General Services Division
(Electronic Publishing Center)
(TxDOT Print Shop)

Order Form

- ☐ DBE Certification Application
- ☐ DBE Certification Application for Truck Owner-Operator
- ☐ Precertification Application (*for professional service contracts: <http://www.dot.state.tx.us>*)
- ☐ Bidder's Questionnaire (*for maintenance and construction projects - no financial statement required*)
- ☐ TxDOT DBE Program

Do you have a comment or a question for the Frequently Asked Questions column?

- ☐ Prequalification Application (*for maintenance and construction projects - requires audited financial statement*)
- ☐ Business Networking Resources
- ☐ Plan Room request form
- ☐ HUB Application (<http://www.gsc.state.tx.us>)
- ☐ TxDOT's DBE/HUB Rules
- ☐ Technical Assistance information
- ☐ DBE/HUB Liaison Committee information
- ☐ List of TxDOT districts and purchasers
- ☐ Other; please specify

Please send the items indicated above to:

Please type or print.

Name	
Company	
Address	
City, State & Zip	
Phone #	

Did You Know? *WAGE RATE SURVEY*

The EEO & Labor Compliance Branch is responsible for providing wage rate data to the U.S. Department of Labor (DOL). The DOL uses the information provided to assist in establishing prevailing wage rates for all of the classifications used in highway construction covered by the Davis-Bacon Act in accordance with 29 CFR Part 1 and Title 10 – Chapter 2258 of the Texas Government Code. This is done through the use of a wage rate survey.

The survey information is gathered by the TxDOT Districts and their Area Offices on a quarterly basis. Area Offices provide the Districts with information from payrolls on federal and state funded construction

projects. The Area Offices use payrolls that have a large number of employees in the various classifications from prime contractors and subcontractors active during the quarter. On state funded construction projects, where contractors are not required to submit payrolls on a weekly basis, prime contractors will be required to submit a quarterly payroll for their firm and all their subcontractors for each project. The District compiles the survey information and forwards it to the EEO & Labor Compliance Branch.

The EEO & Labor Compliance Branch is responsible for compiling the data, eliminating non-representative samples, and determin-

ing the prevailing wage rates for the ten (10) wage rate zones in the state. This survey information greatly impacts the wage decisions issued by the U.S. Department of Labor. The wage decisions (rates) are then placed in every bidding proposal for highway construction and made a part of the contract document signed by the contractor.

Contractors and subcontractors are required to pay the prevailing wage rate for the respective classifications. They can pay more than the prevailing wage rate, but cannot pay less. Victor Garcia, Branch Manager may be contacted at (512) 416-2485. 📍

ELECTION FOR DELEGATES

(continued from Page 1)

Region 3 - (Austin, San Antonio and Yoakum Districts) Feb. 15, 2000, 3:00 to 5:00 p.m., 4615 NW Loop 410, Training Rm., Bldg. #2, San Antonio, TX., (210) 615-1110

Region 5 - (Amarillo, Childress and Lubbock Districts) Feb. 10, 2000, 3:00 to 5:00 p.m., 5715 Canyon Dr., Main Conference Rm., Amarillo, TX., (806) 356-3256

Region 6 - (El Paso District) Feb. 24, 2000, 3:00 to 5:00 p.m., 212 North Clark, Main

Conference Rm., (915) 774-4341

Region 7 - (Abilene, Brownwood, Odessa & San Angelo District) Feb. 8, 2000, 3 to 5 p.m. 4502 Knickerbocker Rd., Assembly Rm., (915) 944-1501.

Any owner of a certified DBE and/or HUB firm is eligible to nominate themselves and/or be nominated as a candidate for election. Each candidate will be allowed to make a five minute presentation at the above listed regional meetings as to why they would like to serve as a delegate. For additional information, please contact Pat Merrill, at (512) 703-5821.

Formula For Success includes BOP

(continued from Page 2)

Guardrail, Inc. is better prepared to meet the challenge of working for TxDOT.

This article was contributed by Jose L. Hernandez, P.E. who retired from TxDOT's Construction Division in October, 1998 after 28 years of service. Mr. Hernandez is part of the team that Norma Garza, with Garza Communications, put together for participation in the BOP Technical Assistance Program. Garza Communications is based in Austin, Texas. 📍

BUSINESS REPLY MAIL

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FACT NOTE:

More than 170,000 new businesses start each year in the U.S. In Texas, more than 12,000 new businesses start each year and about 6,000 businesses fail. Texas incorporates more than 39,000 businesses each year. The most popular new business in Texas is construction.

Loans to U.S. small businesses total more than \$300 billion per year and comprise about 36 percent of total business loans.

Women own more than six million businesses in the U.S. These female businesses generate more than \$1.5 trillion in annual revenues. About one third (1/3) of all U.S. businesses are owned by females. Most of these are sole proprietorships, partnerships, or Chapter S corporations. Women-owned businesses are among the fastest-growing segments of the American entrepreneurial economy.

TLC Beatrice International, Inc. was reformed from a sinking company into a billion dollar conglomerate by Lodia Lewis. She single-handedly turned the business around after her husband, the previous owner, passed away a few years ago. With her savvy business mind, she made TLC Beatrice one of the leading U.S. women-owned companies. She is an author and activist, maintaining steady involvement with the Asian Pacific American community.

(SOURCES: Wall Street Journal Almanac & Internet)

Highlights of 1999



San Antonio Hispanic Chamber



National Urban League Conference



Hispanic Contractors Assn. Conference



Houston Urban League Conference



Job Fair '99



La Feria '99 Conference



Texas Hispanic Chamber of Commerce



TAMACC Conference



BOSS Conference



Dallas Hard Hat Conference



El Paso Chamber of Commerce



TAMACC Conference



DBE Seminar



National Urban League



DBE Seminar



DBE Seminar



DBE Seminar



DBE Seminar

TxDOT
Business Opportunity Programs

Phone & Fax Numbers

AC 512

	Phone	Fax
Main Number	703-5826	703-5857
Certification & Audit	703-5830	703-5842
Goal Setting & Data Reporting	703-5828	703-5842
Compliance & Complaints	703-5829	703-5803
Education & Outreach	703-5826	703-5804
EEO & Labor Compliance	416-2485	416-2589

FREE PLAN ROOM SERVICES



Did you know that the Texas Department of Transportation offers Plan Room Services, through the Texas Engineering Extension Service (TEEX), to certified DBEs and HUBs?

Call **(800) 962-3413** to receive:

- ☞ Copies of construction plans
- ☞ Bidders (plan holders) lists
- ☞ Letting results and low bidders
- ☞ Bid tabulations

Each DBE/HUB firm is allowed, free of charge, 4,800 copies per year. For additional copies, a nominal fee is charged.

Attention DBEs and HUBs
who are working on or bidding on TxDOT projects:

FREE

Training and Assistance is available to help you in your business!
Ask for "Technical Assistance" information.



Business Opportunity Programs Section
Construction Division
Texas Department of Transportation
125 E. 11th Street
Austin, Texas 78701-2483